

**Darla Sharp
Tupperware/Arbonne International**

06/12/06

Dear Sir or Madam:

I am writing this letter because I am concerned about the proposed Business Opportunity Rule R511993. The way that it is being presented could prevent me from continuing as an independent consultant for Arbonne as well as a manager for Tupperware. Some of the sections in the proposed rule will make it very difficult, if not impossible, for me to sell Arbonne and Tupperware products.

I have been a Tupperware consultant for more than 10 years. Tupperware has recently celebrated its 60th Anniversary of being the leading direct selling company in the world. It has proven to be of upstanding moral and ethical stability in not only its products but also its company and business standards. I only recently chose to affiliate myself with Arbonne for the very same reasons. My husband and I both use this income to support our family. The flexibility of my Tupperware and Arbonne business allows us to put our family's needs first. The future of my family is dependent on the stability of the direct selling industry.

One of the most confusing and burdensome sections of the proposed rule is the seven-day waiting period to enroll new consultants. Tupperware's sales kit only costs \$79.99. And it only costs Arbonne consultants \$29 to become a wholesale buyer. People buy TVs, cars, and other items that cost much more and they do not have to wait seven days. This waiting period gives the impression that there might be something wrong with the company or the compensation plan. I also think this seven-day waiting period is unnecessary, because Tupperware and Arbonne already have a 90% buyback policy for all products including sales kits purchased by a salesperson within the last twelve months. Under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about selling or joining Tupperware and Arbonne and will then need to send in many reports to my company headquarters.

The proposed rule also calls for the release of any information regarding lawsuits involving misrepresentation, or unfair or deceptive practices. It does not matter if the company was found innocent. Today, anyone or any company can be sued for almost anything. It does not make sense to me that I would have to disclose these lawsuits unless Tupperware or Arbonne were found guilty. Otherwise, Tupperware and Arbonne and I are put at an unfair advantage even though none of us have done anything wrong.

Finally, and of the largest concern to me, the proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I am glad to provide references, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers. I personally would NOT want my information released in this manner. Also, giving away this information could damage the business relationship of the references who may be involved in other companies or businesses including those of competitors. In order to

get the list of the 10 prior purchasers, I will need to send the address of the prospective purchaser to Tupperware or Arbonne headquarters and then wait for the list. I also think the following sentence required by the proposed rule will prevent many people from wanting to sign up as a salesperson - "If you buy a business opportunity from the seller, your contact information can be disclosed in the future to other buyers." People are very concerned about their privacy and identity theft. With good reason they will be reluctant to share their personal information with individuals they may have never met.

I appreciate the work that the FTC does to protect consumers, yet I believe this proposed new rule has many unintended consequences and there are less burdensome alternatives available to achieving your goals.

Please give these thoughts some attention. My family will not be able to rest easy until we know the future of our livelihood has been safely preserved.

Thank you for your consideration.

Respectfully yours,

**Darla Sharp
Tupperware Manager
Arbonne Independent Consultant**